

**ISIS 2000
Proposed Plan**

SIC Service Provider Number	Services or Products	# of Sites	Estimated One Time Cost per Site	Estimated One Time Prediscount Cost	Estimated Monthly Cost per Site (6 months)	Estimated Monthly Prediscount Cost (6 months)	Estimated Total 6 Mo Cost per Site	Estimated Total 6 Mo Prediscount Cost
14300504	"Shared" Services							
County	Frame Relay	95	-	-	-	-	-	-
	Router	95	10,298	978,100	-	-	10,298	978,100
	POTS	95	-	-	-	-	-	-
	Installation & Maintenance	95	375	36,826	1,552	147,400	1,927	183,025
			<u>10,671</u>	<u>1,013,734</u>	<u>1,552</u>	<u>147,400</u>	<u>12,222</u>	<u>1,181,134</u>
State	Frame Relay	1	-	-	-	-	-	-
	Internet Access	1	53,532	53,532	1,043,183	1,043,183	1,096,716	1,096,715
	E-mail	1	92,500	92,500	-	-	92,500	92,500
	Installation & Maintenance	1	1,037,448	1,037,448	-	-	1,037,448	1,037,448
			<u>1,183,478</u>	<u>1,183,478</u>	<u>1,043,183</u>	<u>1,043,183</u>	<u>2,228,661</u>	<u>2,228,661</u>
	"Site Specific" Services							
Small Schools (Sites w/ < 30 computers)	ISDN	400	-	-	360	144,000	360	144,000
	Fractionalized T1	400	-	-	-	-	-	-
	Frame Relay	400	-	-	-	-	-	-
	Internet Access	400	-	-	433	173,111	433	173,111
	Router	400	-	-	-	-	-	-
	Installation & Maintenance	400	-	-	-	-	-	-
					<u>793</u>	<u>317,111</u>	<u>793</u>	<u>317,111</u>
Medium Schools (Sites w/ 30-80 computers)	ISDN	1000	-	-	360	360,000	360	360,000
	Fractionalized T1	1000	-	-	-	-	-	-
	Frame Relay	1000	-	-	-	-	-	-
	Internet Access	1000	-	-	866	865,555	866	865,555
	Router	1000	-	-	-	-	-	-
	Installation & Maintenance	1000	-	-	-	-	-	-
					<u>1,228</u>	<u>1,225,555</u>	<u>1,228</u>	<u>1,225,555</u>
Large Schools (Sites w/ 81-120 computers)	ISDN	300	-	-	-	-	-	-
	Fractionalized T1	300	-	-	795	238,500	795	238,500
	Frame Relay	300	-	-	795	238,500	795	238,500
	Internet Access	300	-	-	1,731	519,333	1,731	519,333
	Router	300	2,067	620,052	267	80,018	2,334	700,068
	Installation & Maintenance	300	438	131,250	-	-	438	131,250
			<u>2,504</u>	<u>751,302</u>	<u>3,588</u>	<u>1,076,348</u>	<u>6,092</u>	<u>1,827,851</u>
X-Large Schools (Sites w/ > 120 computers)	ISDN	100	-	-	-	-	-	-
	Fractionalized T1	100	-	-	795	79,500	795	79,500
	Frame Relay	100	-	-	795	79,500	795	79,500
	Internet Access	100	-	-	3,462	346,222	3,462	346,222
	Router	100	5,234	523,381	604	60,403	5,838	583,784
	Installation & Maintenance	100	438	43,750	-	-	438	43,750
			<u>5,671</u>	<u>567,131</u>	<u>5,656</u>	<u>565,625</u>	<u>11,328</u>	<u>1,132,756</u>
Total Proposed Plan			<u>4,883,325</u>	<u>3,515,646</u>	<u>1,066,597</u>	<u>4,375,223</u>	<u>2,269,322</u>	<u>7,580,868</u>

ISIS 2000 Optional Plan

SLC Service Provider Number	Services or Products	# of Sites	Estimated One Time Cost per Site	Estimated One Time Prediscount Cost	Estimated Monthly Cost per Site (6 months)	Estimated Monthly Prediscount Cost (6 months)	Estimated Total 6 Mo Cost per Site	Estimated Total Annual Prediscount Cost
143005594	"Shared" Services							
County	Frame Relay	95	138	13,185	4,192	398,277	4,331	411,472
	Router	95	14,011	1,331,034	-	-	14,011	1,331,034
	POTS	95	-	-	900	85,525	900	85,525
	Installation & Maintenance	95	375	35,625	1,551	147,381	1,926	183,008
			14,525	1,379,854	6,644	631,183	21,189	2,011,037
State	Frame Relay	1	-	-	650,408	650,408	650,408	650,408
	Internet Access	1	263,288	263,288	127,427	127,427	390,715	390,715
	E-mail	1	92,500	92,500	-	-	92,500	92,500
	Installation & Maintenance	1	1,037,448	1,037,448	-	-	1,037,448	1,037,448
			1,393,234	1,393,234	777,835	777,835	2,171,069	2,171,069
	"Site Specific" Services							
Small Schools (Sites w/ < 30 computers)	ISDN	400	-	-	360	144,000	360	144,000
	Fractionalized T1	400	-	-	-	-	-	-
	Frame Relay	400	-	-	-	-	-	-
	Internet Access	400	-	-	433	173,112	433	173,112
	Router	400	-	-	-	-	-	-
	Installation & Maintenance	400	-	-	-	-	-	-
			-	-	793	317,112	793	317,112
Medium Schools (Sites w/ 30-80 computers)	ISDN	1000	-	-	360	360,000	360	360,000
	Fractionalized T1	1000	-	-	-	-	-	-
	Frame Relay	1000	-	-	-	-	-	-
	Internet Access	1000	-	-	866	865,558	866	865,558
	Router	1000	-	-	-	-	-	-
	Installation & Maintenance	1000	-	-	-	-	-	-
			-	-	1,226	1,225,558	1,226	1,225,558
Large Schools (Sites w/ 81-120 computers)	ISDN	300	-	-	-	-	-	-
	Fractionalized T1	300	-	-	795	238,500	795	238,500
	Frame Relay	300	-	-	795	238,500	795	238,500
	Internet Access	300	-	-	1,731	519,332	1,731	519,332
	Router	300	2,087	620,052	267	80,018	2,334	700,068
	Installation & Maintenance	300	438	131,250	-	-	438	131,250
			2,504	751,302	3,588	1,076,348	6,092	1,827,850
X-Large Schools (Sites w/ > 120 computers)	ISDN	100	-	-	-	-	-	-
	Fractionalized T1	100	-	-	795	79,500	795	79,500
	Frame Relay	100	-	-	795	79,500	795	79,500
	Internet Access	100	-	-	3,462	346,222	3,462	346,222
	Router	100	5,234	523,381	604	60,403	5,838	583,784
	Installation & Maintenance	100	438	43,750	-	-	438	43,750
			5,871	567,131	5,656	565,625	11,328	1,132,756
Total Optional Plan			4,445,834	4,091,621	796,744	4,593,881	8,844,078	8,685,182

From: Alan Hill@bbs.bellsouth.com

5:26

Subject: Re: ISIS 2000

To: henry.werchan@isis2000.com

CC: Steve_Gorman@bbs.bellsouth.com, Steve_Romine@bbs.bellsouth.com

Henry, I received your e-mail and am pursing getting the letter of response back to you on Monday.

Let me know if the following estimates of ours were ~~about what you guys~~ placed on the proposal. I know this is one of the last designs we left wiht you.

Also, were you leaving any TSDN lines in at all in the network ? If so these are not included in our estimates below.

Please review and let me know ASAP what you used as our final design.

Thanks,

Alan Hill
423-694-2256
800-516-2944 Pager

BellSouth Estimate of the ISIS Network

The overall design is a Frame Relay and Megalink DS1 Network in every LATA in Tennessee to allow aggregation of traffic before going to the Internet through BellSouth.net nodes in Knoxville, Nashville, and Memphis. Sprint Intermountain is providing a similar network for their LATA in upper East Tennessee. Sprint Long Distance will likely be used to bring traffic from Chattanooga and the Tri-Cities to Knoxville to connect to the Internet through BellSouth.net.

BellSouth Services to be used in the network are:

- Frame Relay Services
 - Qty. of 586 DS1 BBELs with a variety of Customer Connection Speeds connecting larger schools and County Hub Routers
- Megalink DS1 Services
 - Qty. of 1,021 Megalink DS1 Circuits connecting Smaller schools to County Hubs
- BellSouth.net Services
 - 6 Meg Connections to the BMF in Knoxville & Memphis and a 2 Meg Connection in Nashville all over DS3 Frame Relay.

- Estimated Annual Revenue for Frame Relay is	\$2,676,348
586 sites	
- Estimated Annual Revenue for Megalink DS1 is	\$2,828,928
1,021 sites	
- Estimated Annual Revenue for DOTnet Services	\$ 537,396*
3 Nodes	

Total Projected Annual Revenue	\$6,042,672
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* The DOTnet Revenue is made up of the following:

DOTnet Services	\$ 66,960
Frame Relay DS3	\$173,976
GridNet	\$296,460
Total	\$537,396

Summary of Demonstration of User Throughput

The purpose of this requirement in the RFP was to assure that all proposers would propose only hardware, software and communications lines that are currently on the market.

The test at Jere Baxter was conducted with 10 to 20 volunteers on Sat., March 7, 1998. We established a benchmark of the end user throughput for 30 computers with volunteers simultaneously striking the computer key requesting a "reload" of a web page. The web page was on a server at the State Department of Education. Volunteers in each of the rooms where there were 4 to 8 computers used a stop watch to determine when the last page appeared on the screen of the computers in their room. The last time in all of the rooms was used as the recorded time for each test. We had considerably more difficulty with establishing a benchmark for existing equipment than expected. Mostly the problem was making sure that volunteers knew exactly what to do, how to use the stopwatches, and the need to reboot all of the computers and reattach to the local server to assure that each test was done separately. This took 2.5 hours rather than the expected 30 minutes, so we asked the vendors to shorten the number of tests that they would perform.

Both vendors demonstrated equipment that is currently on the market.

Results:

Test 1: Benchmark with Cabletron equipment currently in use
3 minutes 27 seconds

Test 2: ENA with 30 computers, single ISDN line with compression (their test #1)
3 minutes 40 seconds

Test 3: ENA with 120 computers, school cache, CDS T-1 circuit (their test #4)
47 seconds

Test 4: ISIS2000 with 120 computers, T-1 circuit (their test #3)
55 seconds

Test 5: ISIS2000 with 60 computers, partial T-1 circuit (their test #2)
4 minutes 47 seconds

Test 6: ISIS2000 with 30 computers, partial T-1 (128kps) (their test #1)
3 minutes 25 seconds

All tests were deemed to be meet the criteria of the RFP. Both vendors were notified on that day that both would be scored the same for this portion of the evaluation.

Attached: notes from tests, rooms, number of computers in use, timesheets from volunteers.

in Bid file

J. Shreago

CERTIFICATE OF SERVICE

I, Ramsey L. Woodworth, hereby certify that copies of the foregoing Reply to Oppositions were served on this 27th day of April, 1998, via hand delivery, to the following individuals at the addresses listed below:

William Kennard, Chairman
Federal Communication Commission
1919 M Street, NW, Room 814
Washington, DC 20554

Irene Flannery, Esq.
Common Carrier Bureau
Federal Communications Commission
2100 M Street, N.W., 8th floor
Washington, DC 20554

Commissioner Michael K. Powell
Federal Communications Commission
1919 M Street, NW, Room 844
Washington, DC 20554

Ira Fishman, CEO
Schools & Libraries Corp.
1023 15th Street, NW, #200
Washington, DC 20005

Commissioner Gloria Tristani
Federal Communications Commission
1919 M Street, NW, Room 826
Washington, DC 20554

Debra Kriete, Esq.
General Counsel
Schools & Libraries Corp.
1023 15th Street, NW, #200
Washington, DC 20005

Commissioner Harold Furchgott-Roth
Federal Communications Commission
1919 M Street, NW, Room 802
Washington, DC 20554

Schools & Libraries Corp.*
P.O. Box 4217
Iowa City, IA 52244-4217

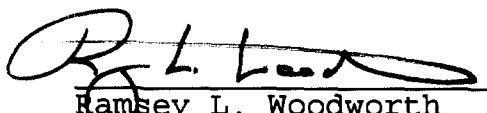
Commissioner Susan Ness
Federal Communications Commission
1919 M Street, NW, Room 832
Washington, DC 20554

William K. Coulter, Esq.
Baker, Donelson, Bearman & Caldwell
801 Pennsylvania Avenue, Suite 800
Washington, DC
Counsel to Tennessee Department of
Education

Christopher Wright, Esq.
General Counsel
Federal Communications Commission
1919 M Street, NW, Room 614
Washington, DC 20554

Jeffrey S. Linder, Esq.
Wiley, Rein & Fielding
1776 K Street, N.W.
Washington, DC 20006
Counsel to Education Networks of
America

A. Richard Metzger, Chief
Common Carrier Bureau
Federal Communications Commission
1919 M Street, NW, Room 500
Washington, DC 20554


Ramsey L. Woodworth

*By first-class mail, postage pre-paid